

# GE HealthCare

# Equity Roadshow Presentation

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#### Use of Non-GAAP Financial Measures

In this presentation, we use some information derived from consolidated financial data but not presented in accordance with U.S. generally accepted accounting principles ("GAAP"). These are considered "non-GAAP financial measures" under SEC rules. These non-GAAP financial measures supplement our disclosures and should not be considered an alternative to the comparable GAAP measure. Please see the end of this presentation for GAAP to non-GAAP reconciliations including comparable GAAP measures, and please see our Form 10 for more information on the reasons we use these non-GAAP financial measures.

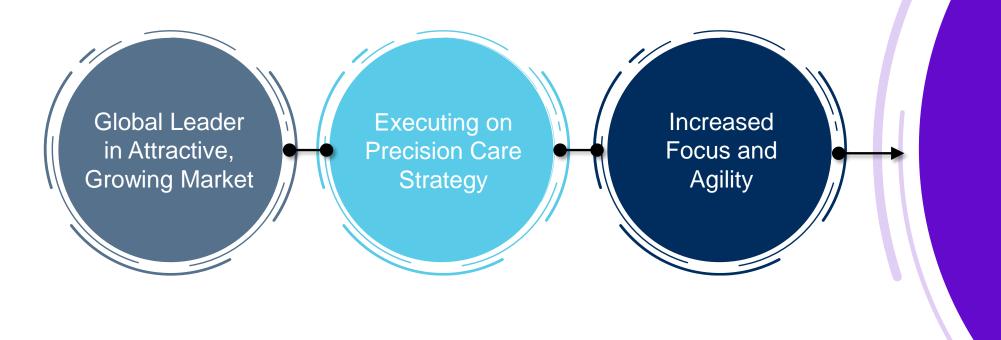
#### **Financial Comparisons**

References to results increasing, decreasing, or remaining flat are in comparison to the same period in the prior fiscal year. Unless stated otherwise, quarterly and annual rates and ranges are given on an organic basis.



# **Executive Summary**

### Clear Path to Accelerate Long-Term Shareholder Value



### **Driving Growth**



Mid-single digit Organic Revenue Growth\*



High-teens to 20% Adj. EBIT Margin\*



Strong Free Cash Flow\* Generation

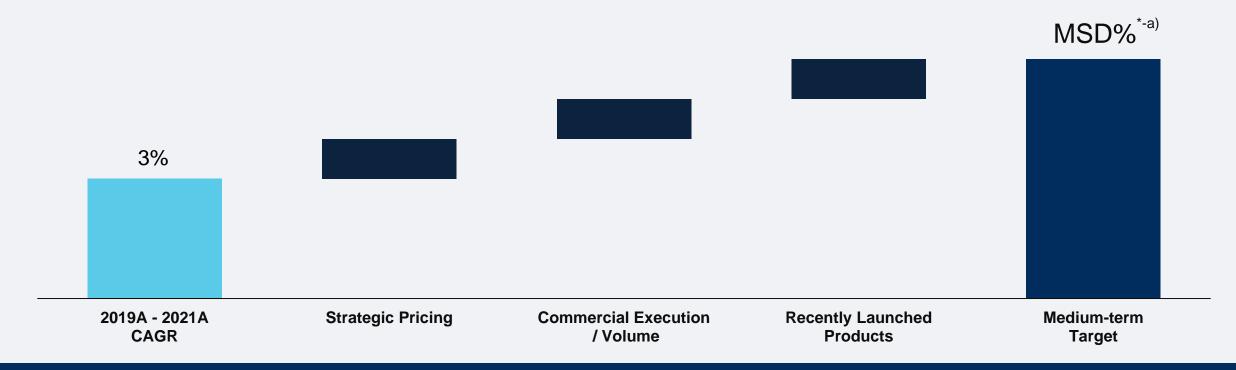


Disciplined Capital Allocation

# Accelerating Innovation & Driving Growth



### Organic Revenue Growth



### **Commercial Execution, Innovation, and Industry Trends Driving Faster Growth**

Note: Illustrative graph, not to scale \* Non-GAAP Financial Measure (a - On an organic basis

# **Optimizing Business Through Lean**



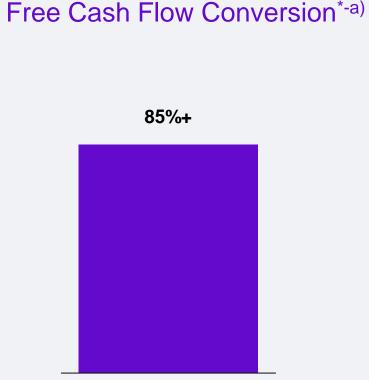


### Clear Path to 3 to 5 Point Margin Expansion over Medium Term

Note: Illustrative graph, not to scale \* Non-GAAP Financial Measure

# Solid Cash Flow Generation and Financial Flexibility





Medium-term Target Free Cash Flow Conversion\*



Free Cash Flow\* Expected to Grow with Future Earnings



Commitment to Strong Investment Grade Ratings



Maintain Strong Balance Sheet with Flexibility



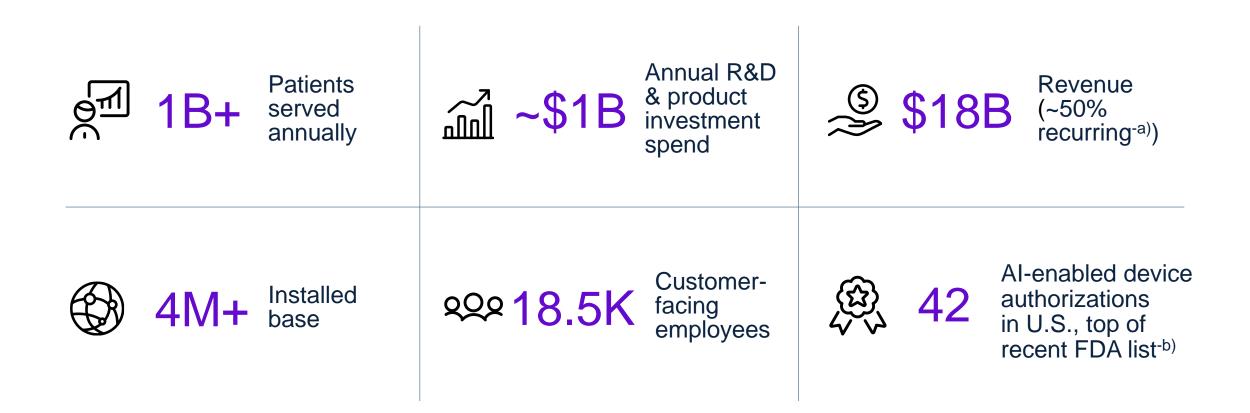
Strong Liquidity on Day 1 with \$1.8B of Cash and \$3.5B Credit Facility Availability

### 85%+ FCF Conversion Near-Term with Opportunity for 90s in Next Few Years

\* Non-GAAP Financial Measure (a - FCF conversion\* = FCF\* / Adjusted Net Income\*

### GE HealthCare's Extensive Reach at a Glance





Notes: Figures as of 2021 unless otherwise noted

(a - Comprised of services, single-use and consumable products, digital solutions, and value-added offerings, such as education, training, and consulting

(b - Source: As of October 2022: https://www.fda.gov/medical-devices/software-medical-device-samd/artificial-intelligence-and-machine-learning-aiml-enabled-medical-devices

## Established Leader in Large, Attractive Industries Across **Healthcare**



|                      |                                  | Ultrasound | Patient Care<br>Solutions (PCS) | Pharmaceutical<br>Diagnostics (PDx) |
|----------------------|----------------------------------|------------|---------------------------------|-------------------------------------|
| Industry Size '21-a) | \$44B                            | \$12B      | \$18B                           | \$10B                               |
| Industry CAGR '22 –  | - '25 <sup>-a)</sup> <b>4-6%</b> | 4-7%       | 3-6%                            | 4-5%                                |

### Attractive End Markets Support Strong Growth Opportunities Across Segments

# **Executing on Clear Growth and Margin Drivers**

### **Growth Drivers**

- Enhanced commercial execution and capabilities
- NPIs and commercial investments
- · Digital platform / AI and SaaS solutions

### **Margin Drivers**

- Higher-margin products from innovation
- Strategic pricing and mix, including software
- Lean-driven operating model and optimization



- Higher-margin NPIs
- Platforming initiatives
- Digital / AI driving growth

**Margin Priority** 



- NPIs driving innovation
- Expand into adjacencies
- Broaden digital ecosystem

### **Revenue Priority**



- Commercial execution
- Lifecycle management
- New monitoring platforms

### **Margin Priority**



**GE HealthCare** 

- Capacity expansion
- Pricing optimization
- New products

### **Revenue Priority**

**Clear Strategy To Drive Top- And Bottom-line Growth With Focused Strategy** 



# GE HealthCare Investment Highlights

# Key Investment Highlights Driving Long Term Shareholder Value





Established Leader and Trusted Partner in Large, Attractive Industries Across Healthcare

Uniquely Positioned to Enable Precision Care Through Industry-Defining Innovation and Platform Capabilities Across Modalities

Attractive Financial Profile with Topline Growth, Significant Recurring Revenue Base and Expanding Margins

**Experienced Management Team with Purpose-Driven and Action-Oriented Culture** 

# 1 Leader in Attractive, Growing Global Market



# \$84 billion > ~\$100 billion

Total Addressable Market in 2021 Estimated by 2025

**Global trends:** 

Aging population

Demand for insights & productivity

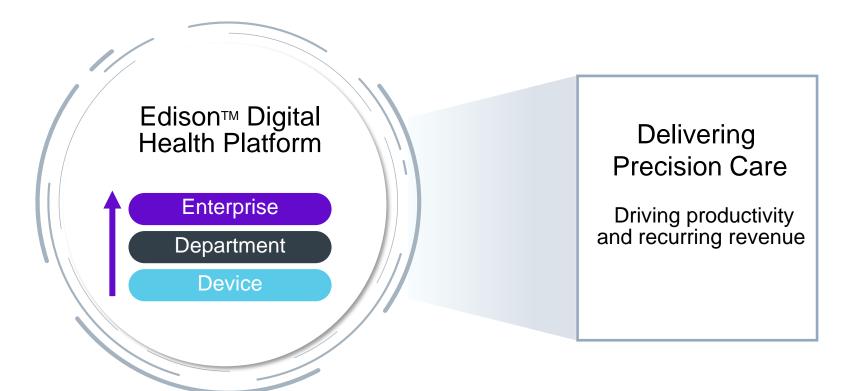
Alternative sites of care

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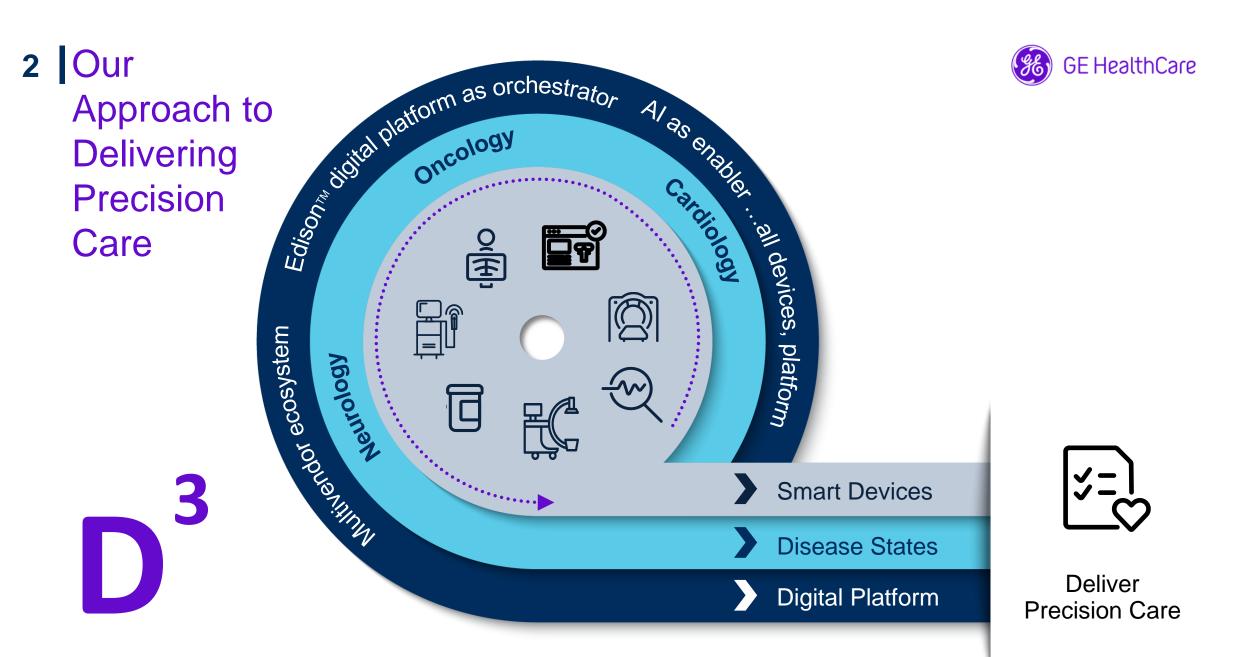
Attractive Growth Markets with Potential to Increase TAM With Adjacencies And White Spaces<sup>-a)</sup>

# 2 Uniquely Positioned to Enable Precision Care





### Sole Global MedTech Player With Equipment + Digital + Imaging Agents



### 2 New Product Introductions and Innovation Driving Growth Introduced ~40 New Products at RSNA 2022

#### ★ Indicates AI integration **Omni-Legend** Ŕ (PET / CT) [O]~ Ø X Portrait SIGNA™ Revolution Voluson Mobile<sup>-a)</sup> (1.5 and 3T) Expert 22 Apex Ø Ø OEC 3D X $\star$ ₩ đ End-tidal **CT** Motion Vscan Air Vivid Air Recon Control Injector Cardiology Software

>35% Of Equipment Orders From NPIs In 2021<sup>-b)</sup> with continued strong growth in 2022

### Pursuing Inorganic Investments to Complement our Leading Portfolio and Add New Capabilities

(a - Portrait Mobile CE marked and 510K pending in US. End-tidal-Control CE marked and FDA cleared. (b - Defined as percentage of product orders received in 2021 in Imaging, Ultrasound and PCS segments for products introduced in the last 12 months.



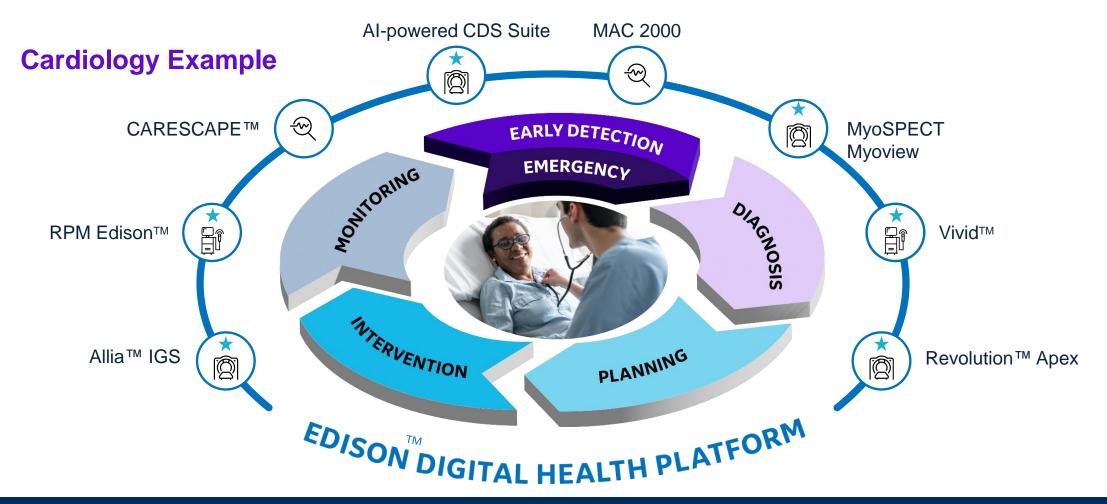
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Pharmaceutical Diagnostics (PDX)

# 2 Care Pathway Strategy Enables Precision Care



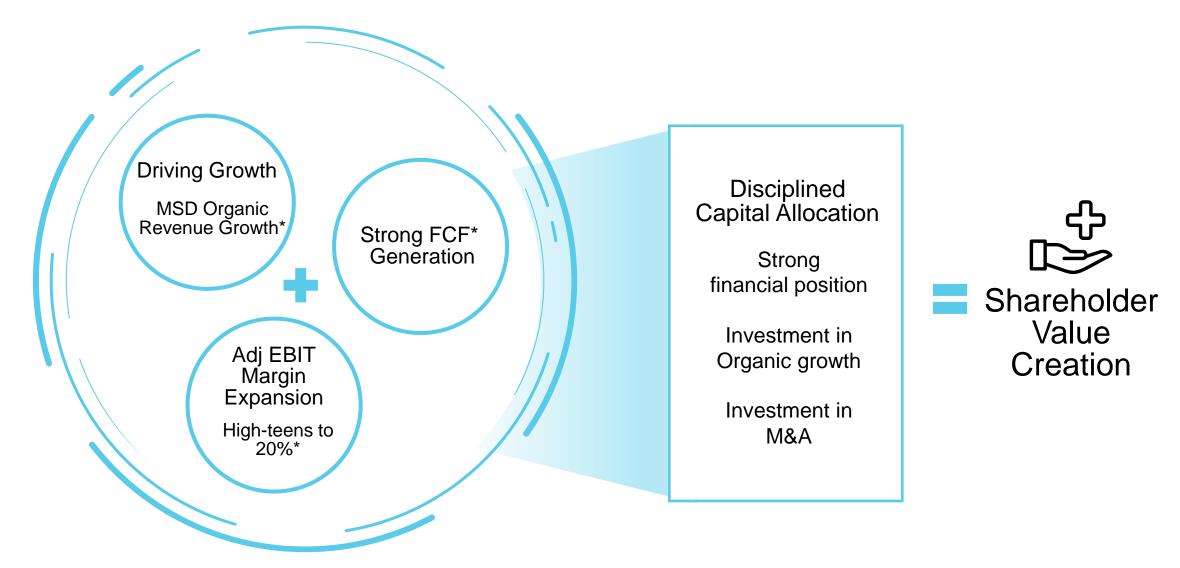


We Play Across the Care Continuum



# 3 Long-Term Value Creation Framework





# 3 Strong Recurring Revenue Base Driven by Our Services and PDx Businesses



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Recurring Revenue-a) **Key Drivers** Lifecycle Services Pharmaceutical Diagnostics ~50% **Digital Solutions and Software** Consumables and Value-Added Offerings Recurring Non-Recurring

### Significant Recurring Revenue Driven by Our Industry-Leading Services and PDx Businesses

# **4** Accomplished Leadership Team with Strong Track Record



PETER ARDUINI

CEO



JAN



ROLAND MAKELA ROTT CEO, Imaging

CEO, Ultrasound CEO, PCS

TOM WESTRICK



**KEVIN** 

**O'NEILL** 

CEO, PDx



CATHERINE

CEO, USCAN







(ge)



GE HealthCare

YIHAO ZHANG CEO, China

ELIE CHAILLOT CEO, Intercon'tl



HELMUT ZODL VP/CFO

Officer

BETTY LARSON **Chief People** 



FRANK JIMENEZ

VP/GC



MIKE DONOHOE

VP Lean, Chief Transformation Officer



LAILA **GURNEY** 

Chief Quality & Regulatory Officer



KEN **STACHERSKI** 

Chief Integrated Supply Chain & Services Officer



ABBY **EPANE-OSUALA** 

Chief Diversity, Equity, & Inclusion Officer

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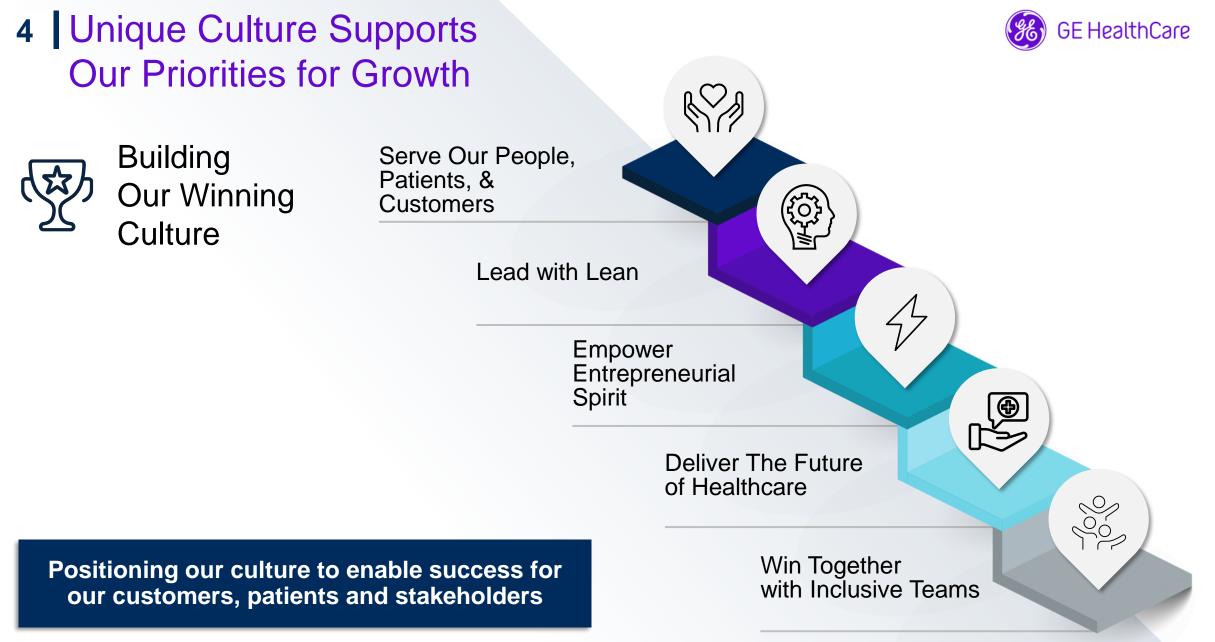










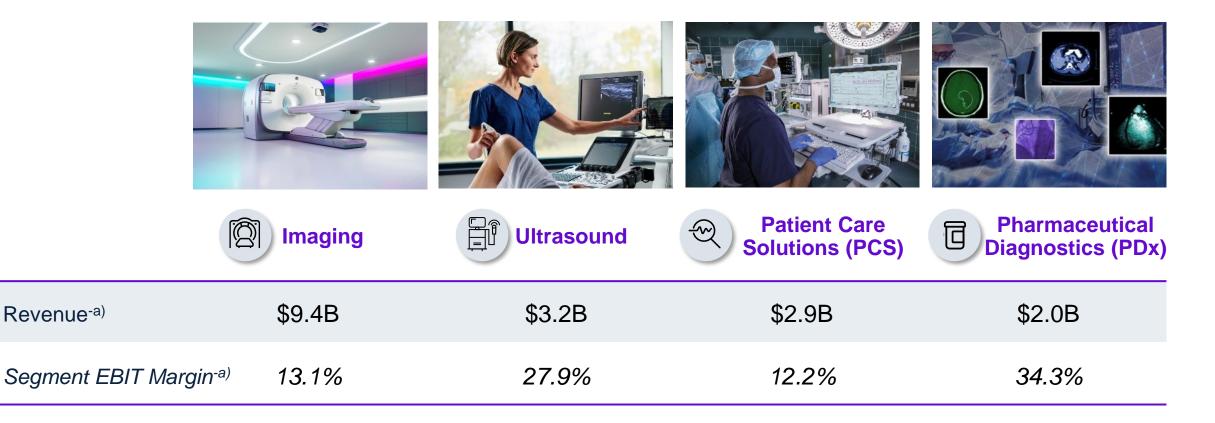




# **Business Segment Highlights**

### Our Business Segments by the Numbers

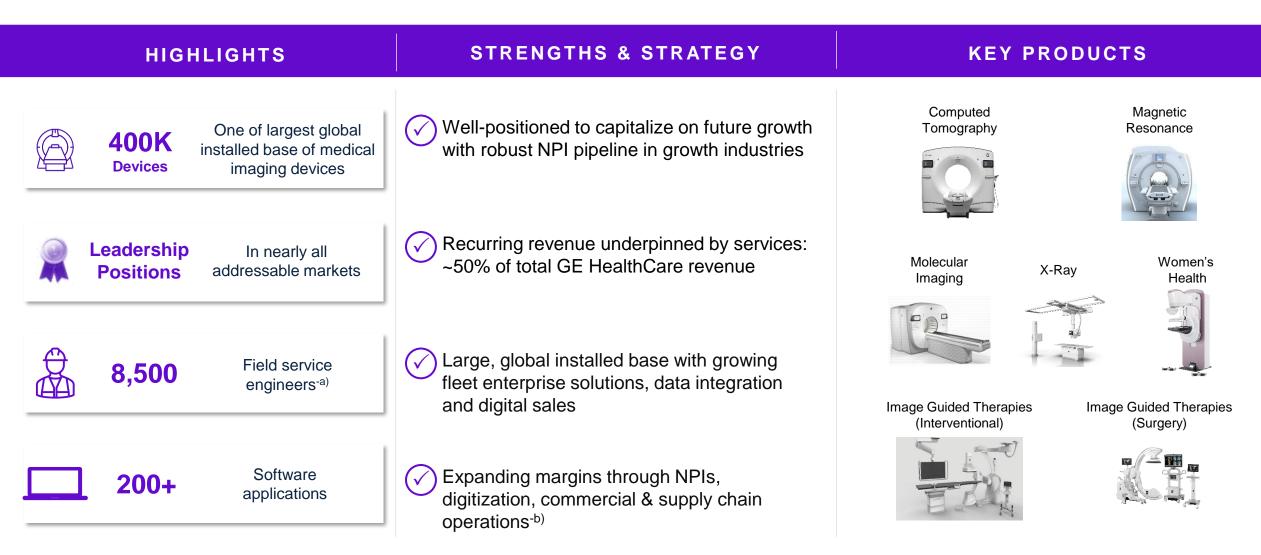




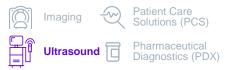
# **Imaging Overview**



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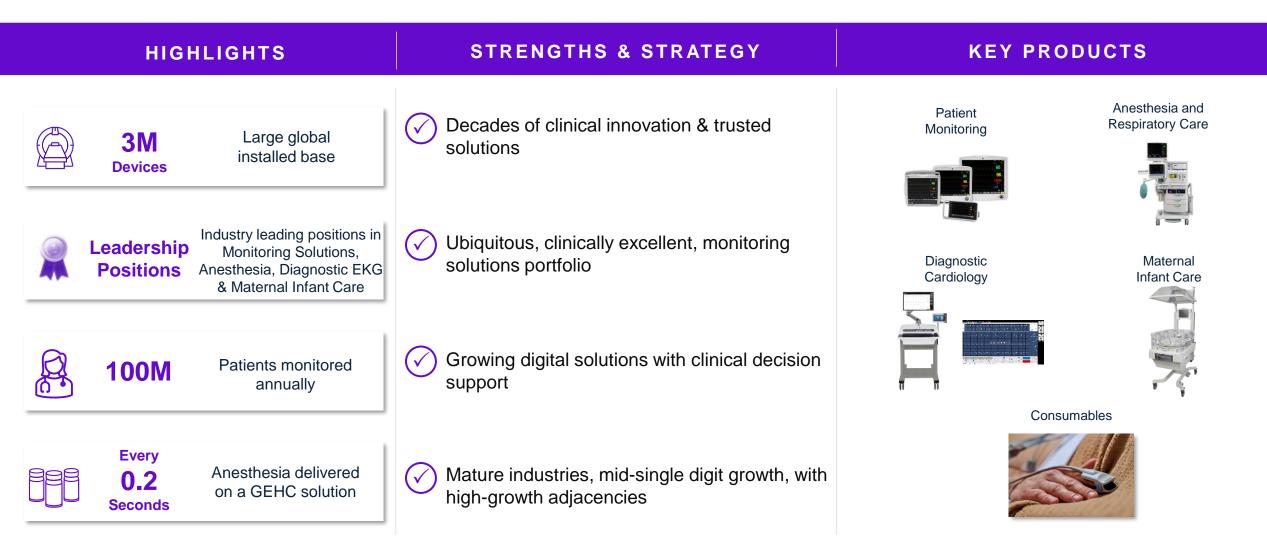


(a - Includes all of GE HealthCare(b - Expanding margins is on forward looking basis









# Pharmaceutical Diagnostics (PDx) Overview





### Unique Value Proposition to Customers



|    | Deep customer relationships | <ul> <li>Rely on GEHC for mission-critical capabilities</li> </ul>                      |
|----|-----------------------------|-----------------------------------------------------------------------------------------|
|    | Tailored regional execution | Multi-channel commercial model                                                          |
|    | Technology leader           | <ul> <li>Long-standing delivery of industry-defining innovations</li> </ul>             |
| -) | Solutions partner           | <ul> <li>Full suite of digital, AI and services platform</li> </ul>                     |
| >  | Best-in-class service       | <ul> <li>Global scale and dedicated team of highly-trained service engineers</li> </ul> |

Well-Positioned To Attract New Customers, Increase Customer Retention And Long-Term Value



# **Financial Strategy**

# Our Financial Strategy





### Significant Shareholder Value Creation Opportunity

\* Non-GAAP Financial Measure. Medium-term targets.

# Significant Value Creation Opportunity

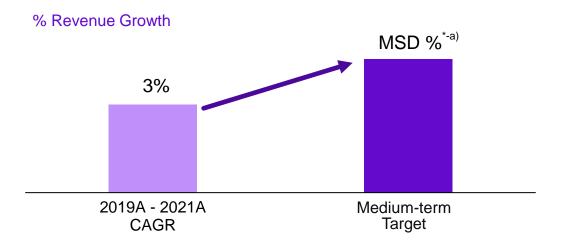


### Visibility to Growth

Solid demand and backlog

Continued R&D investment

Commercial execution focus

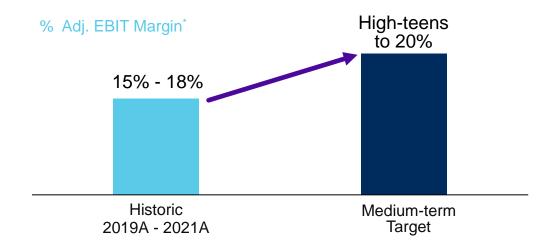


### Expanding Adjusted EBIT Margin\*

Strategic pricing

Higher-margin products

Product line simplification



### **Growth and Margin Expansion Driving Strong Shareholder Value**

Note: Illustrative graph, not to scale \* Non-GAAP Financial Measure (a- on an organic basis

# Aligning Capital Allocation to Strategy



Investing in Organic Revenue Growth

- ✓ Increasing R&D and Capex
- ✓ Focus on Differentiation and Digital / AI



 $\checkmark$ 

# Disciplined Investments

M&A

 ✓ Adjacent Opportunities, e.g. BK Medical





- ✓ Augmented Product Pipeline
- Early Engagement with Companies for Potential M&A

\$2.5B

Cumulative R&D investment from 2019-2021 Acquisitions announced since 2020

20+

Investments / collaborations since 2020

Commitment to Maintain Strong Investment Grade Rating with Robust and Consistent Cash Flow



### On Track to Finish 2022 with Solid Performance

\* Non-GAAP Financial Measure

(a- 2022E GEHC figures consistent with GE Company guide for HealthCare segment of MSD organic revenue growth, operating profit of \$2.6B+ and FCF of \$2.1-2.3B (after the impact of carve-out adjustments, primarily due to taxes)

### Driving the Future of Healthcare





### **Global leader in precision care**

• Unparalleled brand, scale, customer relationships and capabilities

### Outstanding portfolio of innovative products and solutions

• Breaking new ground across care pathways, devices and digital solutions

### Driving growth and margin expansion

• Clear path to MSD organic revenue growth\* and high-teens to 20% margins\*

### Creating Long-term Value as a Faster-growing, More Profitable Company